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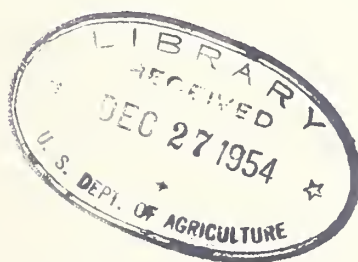
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UNITED STATES DEPARTMENT OF AGRICULTURE  
Agricultural Marketing Service  
Cotton Division  
Washington 25, D. C.

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UNIVERSAL COTTON STANDARDS CONFERENCE FOR GOOD MIDDLING  
1954  
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June 7, 1954



UNITED STATES DEPARTMENT OF AGRICULTURE  
Agricultural Marketing Service  
Cotton Division  
Washington 25, D. C.

UNIVERSAL COTTON STANDARDS CONFERENCE FOR GOOD MIDDLING  
JUNE 7, 1954

The Universal Standards Conference for Good Middling convened at 10:00 a.m. on June 7, 1954, in the classing room on the 6th floor of the Agricultural Annex pursuant to an understanding reached at the Universal Cotton Standards Conference of May 1953. (See pages 21, 22, and 23 of the proceedings of the Universal Cotton Standards Conference of 1953.)

E. J. Overby, Director, Cotton Division

Gentlemen, this conference has been called to match copies of the Good Middling box against the original approved last year when some of you were here. I believe there is a spokesman named for each group -- Mr. T. D. Truluck for the mill group, Mr. E. F. Creekmore, Jr., for the shippers, Mr. Noble Bennett for the co-op group. I am glad to see here former Assistant Secretary of Agriculture Knox T. Hutchinson who is here representing the Mid-South Cotton Growers Association. We are honored to have you here Mr. Hutchinson.

Mr. Hutchinson: I am glad to be here. I would like to say that I had the pleasure of working with Jerry 4 years and you are fortunate in having him here.

Mr. Overby: Thank you, Mr. Hutchinson. I am not going to say more at this point but am going to turn the meeting over to Mr. Rodney Whitaker. Mr. Whitaker is now Deputy Director of the Cotton Division. We have here Mr. Andy Robison who is coming here shortly to take over Mr. Whitaker's former position as Chief of the Grading and Market News Branch. I would like Mr. Robison to get to know all of you gentlemen who are going to be working with him.

Rodney Whitaker, Deputy Director, Cotton Division

We have a few formalities first. The sole purpose of this meeting is to match some 200 key boxes against the Good Middling box approved a year ago and promulgated July 21, 1953, to be effective August 1 of this year. We hope Mr. Slade and his staff have obtained cotton you will like for these boxes and that everybody will be satisfied. This is the same as any other universal conference under Supplemental Agreement A except that we are matching only one original box. We

need to appoint one committee to safeguard the standards in this room and to be with Mr. Slade when he takes the first reserve box to the Treasury. Mr. Truluck, who would you like to serve on this committee?

Mr. Truluck: Mr. W. A. Julian.

Mr. Whitaker: Do you wish any others from the mill group? (Mr. Whitaker was handed the name of E. R. Betts.) We would like one of the gentlemen from Japan on this committee. (It was indicated Mr. Toyoda would serve.) Mr. Sam Loring is representative of the East India Cotton Association -- do you want to be on this committee, Mr. Loring?

Mr. Loring: No, I had rather not.

The following were also appointed to serve:

Mr. Hugh Monteath, Jr.	-- European Committee
Mr. A. K. Sabin, Jr.	-- Shippers
Mr. R. A. Hicks	-- Farmer cooperatives

Mr. Whitaker: We will now open the key set for everybody to view.

After examining some of the key boxes and the original standard, Mr. Truluck requested time for the spinner group to meet. The meeting was adjourned until the spinner group returned at 11:30 a.m.

Mr. Whitaker: Mr. Truluck has a statement to make.

Mr. Truluck: We do not want you to get the idea we are too critical and don't wish to cooperate, but our group definitely feels that the Good Middling box, the original box you have on display, is not good enough for Good Middling, especially for color, but is rather between Strict Middling and Good Middling, and as a key set we cannot approve it as a Good Middling standard. We do want to work and cooperate with you, therefore, we are willing and anxious to work with the group to try to match these boxes with respect to everything except color.

Mr. Slade: We want to get a group appointed to start matching the boxes.

Mr. Creekmore: Gentlemen, as spokesman for the American Cotton Shippers Association, and the Cooperatives who are represented here, I would like to say that we approved the original box for Good Middling at the 1953 Universal Standards Conference.

We are of the opinion that this standard is representative of Good Middling cotton produced today in the United States.

The Department of Agriculture has shown by their colorimeter tests, that there is a definite step between Strict Middling and the official



standard for Good Middling which was approved at the Universal Cotton Standards Conference in 1953.

Moreover, it is our opinion that the Department has done a good job in matching the original standard for Good Middling, as and when promulgated, and we are prepared at this time to examine other boxes in order that we might pass on the validity of their reproduction.

Mr. Truluck: There is one thing that bothers us which you as shippers and brokers do not seem concerned with - you seem to think of standards only as they might effect you individually, but with us, it is another thing. We are processing cotton today in the face of stiff competition from synthetic fibers and quality is of the utmost importance. The standards for grade and staple should concern you gentlemen only as units of measurement, and it does not effect your operations financially or otherwise if they are changed from time to time. But it is definitely our opinion that each time the standards are changed, they are lowered in quality, and this continual lowering of the quality has made it just that much harder for the textile industry to compete successfully with the synthetic fibers.

Mr. Hugh Monteath, representing European signatories to the standards agreements, went on record as approving the Good Middling box.

Mr. Carl Reichenberg, representing Bremer Baumwollbörse: Is this the box officially accepted last year?

Mr. Whitaker: It was accepted at the conference in 1953 and promulgated by the Department of Agriculture as the official standard. There is some question as to whether the spinners in this country approved it but certainly all other groups, including the signatories to the agreements, approved it.

Mr. Slade: If there are no further questions we would like to start approving these boxes.

Mr. Whitaker: There has been a request for Miss Nickerson to show charts of color readings made on the boxes.

Miss Dorothy Nickerson then showed four color diagrams and commented as follows:

- 1, Original Good Middling box, color measurements made April 24, 1953;
- 2, Original Good Middling box, color measurements made May 19, 1954;
- 3, Measurements of one Good Middling box, selected at random from those put up for the 1954 Conference;
- 4, Combined measurements of 10 random sets from 5/19/54, shown with the range of color in each of the six bales used in the Good Middling boxes put up for the 1954 Conference.

These diagrams show that the color of the original box for Good Middling, whether measured in 1953 or 1954, overlaps the color of Strict Middling, and that by 1954 the color had grown considerably more creamy than it was in 1953.

In 1953 it was pointed out that the general level of color for samples classed as Good Middling was no better than Strict Middling; in fact, this was the reason the Department gave for not presenting Good Middling boxes to the 1953 Conference. (This was based on a color survey of more than a million bales of cotton classed from the 1953 crop.) The Good Middling box that the Conference adopted contained the best cotton found available in 1953 for Good Middling. Since the 1953 Conference insisted upon a Good Middling standard in physical form, this original box was adopted with the understanding that the leaf and preparation would be equal this box, with the color to be as good as this box, or up as near to a full step above Strict Middling as could be found. The cotton that was found, and for which measurements were presented, shows that while the color is not up a full step from Strict Middling, nevertheless it is well up above the average color of Strict Middling. It was pointed out that by 1955 the 1954 boxes would cream up quite as much as the original standard had creamed since 1953 when it was adopted. (See summary chart of these four diagrams, page 5.)

Mr. Slade: Can we agree on one of these boxes and go ahead?

Mr. E. R. Betts: We can agree but we don't think this box has Good Middling cotton. You keep dropping the standards lower and lower.

Mr. W. A. Julian: We do not see Good Middling cotton in these boxes.

Mr. Slade: We do not either, but this is the best cotton we could find for preparing the boxes. We think it is slightly better than Strict Middling in color and a full grade step higher in leaf and preparation.

Mr. Truluck: We don't like the color in any box we have seen. We don't buy cotton on the colorimeter and no one sells it on the colorimeter. We have to take it on its face value.

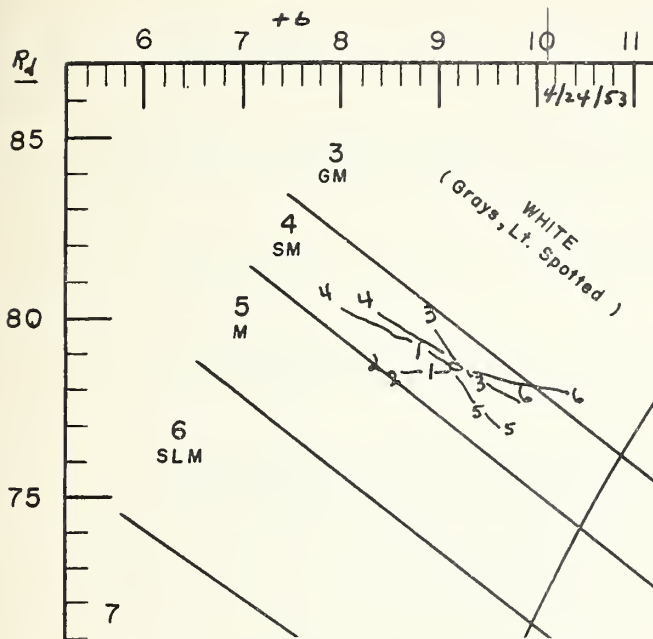
Mr. Slade: The cotton in these boxes is the best we could find for color, and this was substantiated by the colorimeter.

Mr. Truluck: Then what we ought to do is set these boxes aside for 12 months and let them color up before putting them out as standards.

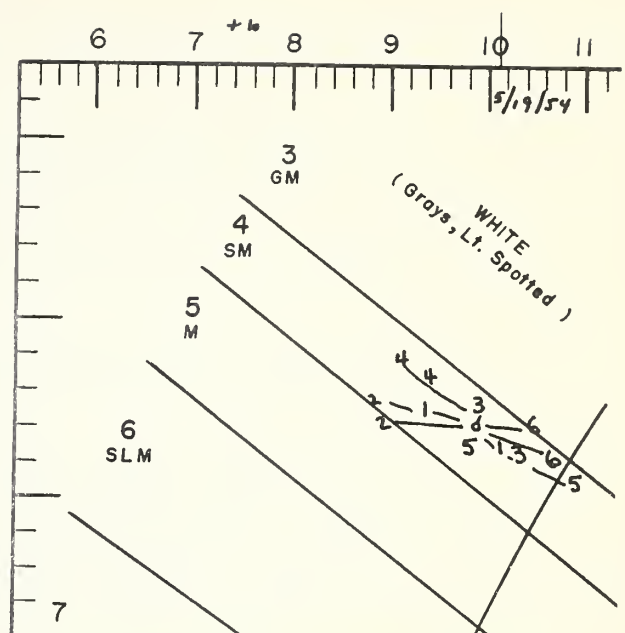
Mr. Creekmore: A year from now we probably would not accept these boxes -- in that way we would have to be coming back every year. This box last year was officially promulgated by the Department as Good Middling. There is nothing we can do about it.

Mr. Truluck: Does that box read Good Middling?

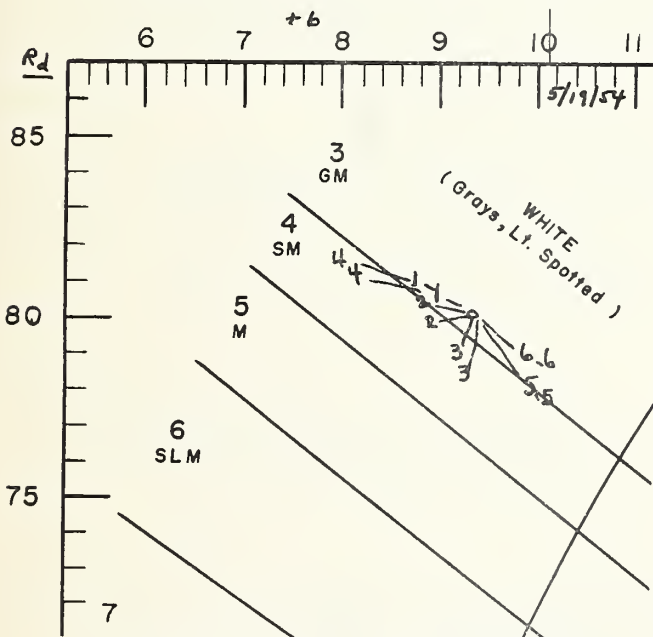




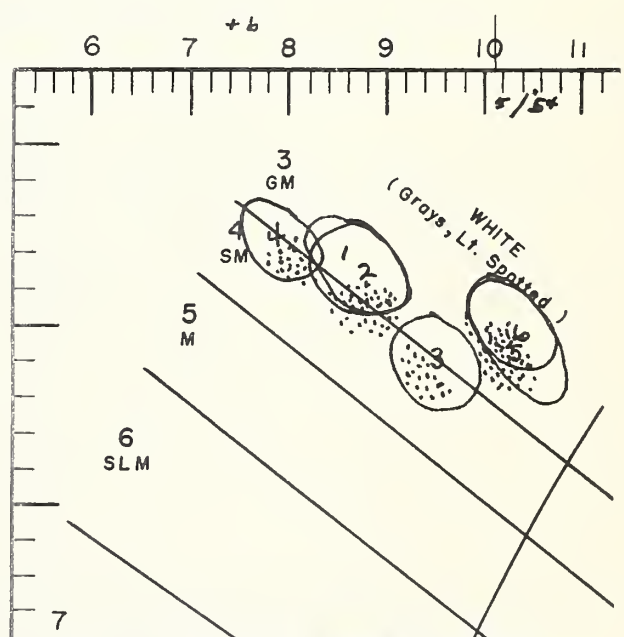
1. Original Standard: Measured 4/24/53



2. Original Standard: Measured 5/19/54



3. Random box, of sets prepared for conference; measured 5/19/54



4. Ten random sets measured May 1954; and range of bales used in standards



Mr. Slade: It reads better color than the original box approved last year.

Mr. Truluck: You had better put a new tube in that colorimeter. We think your Good Middling is better than the Strict Middling box, but your Strict Middling isn't anything to boast about.

Mr. Slade: This box has been promulgated and it is above Strict Middling color.

Mr. Truluck: That is not a Good Middling -- you ought to call that box Strict Middling Plus and not Good Middling if you are going to use it.

Mr. Slade: The trade asked us to put out this box because they needed it, and we bought the best cotton we could find. You will recall that we told you last year that we couldn't find Good Middling color, and this box reads better than we expected. In fact, it reads better than the approved box. Do you think you can accept it and go ahead?

Mr. Truluck: I suggest that we have lunch now and come back later.

Mr. Whitaker: I think this would be a good time for lunch. We will adjourn now (12:05 p.m.) and come back by 1:30 if that is agreeable.

Afternoon session convened at 1:40 p.m.

Mr. Whitaker: Gentlemen, if everyone is here we would like to start. Mr. Truluck has a statement he would like to read for the mill group.

Mr. Truluck read the following statement:

June 7, 1954

Cotton Division  
Agricultural Marketing Service  
U. S. Department of Agriculture

Gentlemen:

It is the unanimous opinion of the mill cotton buyers attending the Good Middling Conference in Washington, D. C., June 7, 1954, that the standard which the Department of Agriculture has promulgated as Good Middling is not in fact representative of Good Middling cotton. Our group, therefore, reaffirms its position of June 19, 1952, as being in favor of a physical standard for the grade of Good Middling, but it is our very strong opinion that this standard is not representative of Good Middling cotton. We did not approve the standard of Good Middling which was promulgated.

Thus, we again find ourselves in the position of being asked to approve key sets against a standard which we disapprove. However, after consultations with our group we have decided that we will cooperate with the

Department and attempt to do the best job possible of matching sets against the standard promulgated for Good Middling. Since we disapprove the standard, it will not be possible for us to sign the Certificate of Approval.

Respectfully submitted,

/s/ T. D. Truluck  
T. D. Truluck, Chairman  
Mill Buyers Group

Representing:

American Cotton Manufacturers Institute, Inc.  
Alabama Cotton Manufacturers Association  
Cotton Manufacturers Association of Georgia  
North Carolina Textile Manufacturers Association  
South Carolina Textile Manufacturers Association  
Combed Yarn Spinners Association, Gastonia, North Carolina  
Northern Textile Association, Boston, Massachusetts  
(See page 14 for a supplemental statement submitted in a letter dated June 9, 1954, from Mr. T. D. Truluck, Chairman of the Mill Buyers Group.)

Mr. Truluck: We want to reemphasize -- we definitely do not think you have color that is proper and fitting for Good Middling cotton and cannot approve it, but we are going along in the spirit of cooperation. We want to be sure that everybody thoroughly understands that we think the color is too dull on the boxes we are reviewing today, but we are going to try to work with you from a leaf and preparation standpoint only.

Mr. Whitaker: Is it your belief there is considerable quantity of cotton in the crop that is of the color you have in mind?

Mr. Truluck: I think so.

Mr. Whitaker: Do you think you could find us some?

Mr. Truluck: We will be glad to do everything we can to help.

Miss Nickerson: Mr. Julian, you use the colorimeter on all your cottons. Do you find Good Middling color in more than an exceptional case?

Mr. Julian: No, we do not.

Mr. Whitaker: Are there any other comments? (There were none.) We are sorry about this misunderstanding. We all thought you approved this box last year.

Mr. Truluck: Then you are not questioning that we did not approve it?

Mr. Whitaker: No, we will take your word, but we thought you had accepted it as well as the signatory groups.

Mr. Truluck: It is an unfortunate misunderstanding.

The work of examination and approval of 299 key boxes of Good Middling continued through the afternoon of June 7, 1954. Two committees consisting of representatives of spinners, producers, shippers, and signatories to the Universal Standards Agreements under the chairmanship of Messrs. H. C. Slade and Hughes Butterworth did the actual work of approving the key boxes of Good Middling.

Mr. Whitaker: If there are no further comments we will have the drawing on these boxes. (See page 12 for the results of the drawing and assignment of key sets.) Mr. Slade, do you want to set 10 o'clock tomorrow morning for the sealing of the boxes and delivery of the first reserve set to the Treasury?

Mr. Slade: Yes, set 10 o'clock.

Mr. Whitaker: We would like the Special Committee to meet here in the morning at 10 o'clock then. Also, please sign the documents on the table before you leave. (See page 13 for the copy of the document certifying approval of 299 boxes of Good Middling.)

Meeting adjourned at 3:10

The Special Committee for safeguarding the standards assembled at 10 o'clock on June 8, 1954, in the classing room on the 6th floor and witnessed the sealing of the first reserve set, the second reserve set, and the Department's working set.

Mr. Hicks (representing the co-op group), Mr. Sabin (representing the shipper group), Mr. Julian (representing the mill group), Mr. Toyada (representing the Japanese Associations), Mr. Monteath (representing the European Associations), and several observers then accompanied Mr. Slade to deposit the first reserve set in the Treasury of the United States.

After the first reserve set was deposited in the Treasury, Mr. Slade, Miss Marion E. Poole of the Solicitor's Office, and Mr. A. C. Robison deposited the original Good Middling box and the second reserve set in the vault in the basement of the Agriculture Annex.





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APPENDIX

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Representatives of Signatories to the  
Universal Standards Agreement

All Japan Cotton Spinners Association  
Japan Cotton Traders Association  
Osaka Sampin Exchange

Hideo Toyoda

T. Nishikawa

Association du Marche des Coton au Havre  
Associaziane Cotoniera Italiana Milan  
Centro Algodonero Nacional Barcelona  
De Vereeniging voor den Katoenhandel Rotterdam  
Federation of Master Cotton Spinners Association, Ltd.  
Liverpool Cotton Association, Ltd.  
Marche de Coton de Gand

Hugh Monteath, Jr.

Bremen Cotton Exchange

Carl Reichenberg

East India Cotton Association

Sam G. Loring

Manchester Cotton Association

Felix H. Weber

Representatives from Organizations in the United States

American Cotton Cooperative Assn.  
P. L. Brauner

American Cotton Manufacturers Institute,  
Inc.

A. B. Emmert  
A. W. Fisher  
A. G. Harris, Jr.  
F. S. Love  
T. D. Truluck

American Cotton Shippers Assn.  
E. F. Creekmore, Jr.  
T. J. Flake  
Parks Kinnett

Atlantic Cotton Assn.  
Paul Kincaid, Jr.

Cotton Producers Assn.  
P. L. Brauner

Dallas Cotton Exchange  
J. S. Oldenburg

Fresno Cotton Exchange  
A. K. Sabin, Jr.

Georgia Cotton Manufacturers Institute  
R. O. Simmons  
Robert Train

Galveston Cotton Exchange  
Otto Goedecke

Houston Cotton Exchange  
Otto Goedecke

Lubbock Cotton Exchange  
W. W. Vandiver

Memphis Cotton Exchange  
J. W. Jackson

Mid-South Cotton Growers Assn.  
K. T. Hutchinson  
Robert A. Hicks

Missouri Farm Bureau Fed.  
Arline Avery

National Association of Cotton  
Manufacturers  
D. A. Mahoney

New York Cotton Exchange  
G. I. Tolson

North Carolina Textile Manufacturers  
Assn.  
E. R. Betts  
B. O. Creekmore

Oklahoma Cotton Cooperative Assn.  
Noble Bennett

South Carolina Cotton Textile Assn.  
W. G. McCabe

Southern Combed Yarn Spinners Assn.  
C. W. Joiner  
W. A. Julian

Southern Cotton Shippers Assn.  
D. S. Wheatley

Texas Cotton Assn.  
Otto Goedecke

Western Cotton Shippers Assn.  
Max Hertzog

Observers

Coats & Clark, Inc.  
P. J. Hardy

National Cotton Council of America  
Burt Johnson

New York Cotton Exchange  
Alex Trabold

STAFF

United States Department of Agriculture  
Agricultural Marketing Service  
Cotton Division

E. J. Overby, Director  
Rodney Whitaker, Deputy Director  
H. C. Slade, Chairman, Appeal Board of Review Examiners  
Dorothy Nickerson, Cotton Technologist  
Hughes Butterworth, Board of Supervising Cotton Examiners, El Paso, Tex.  
A. L. Smith, Chairman, Board of Supervising Cotton Examiners, Memphis, Tenn.  
G. A. Harbaugh, Marketing Specialist  
R. E. Betts, Assistant Chief, Grading and Market News Branch  
Billie B. Baxter, Secretary to Mr. Whitaker  
Louise Nimro, Secretary to Mr. Slade  
Gladys M. Thompson, Assistant Secretary to Mr. Whitaker

Staff of Standardization and Appeals Section

R. E. Walden	Oree E. Lott
D. I. McGehee	Ira E. Sells
J. S. Bozeman	Shelby Barnes
Albert E. Hansen	James Coleman
Margaret M. Little	Ralph A. Bost
Lilly May Binnix	James E. Flowers
Annie Lee Einhorn	H. W. Allen
Annie B. Guest	Martha M. Crawford
Aurelia Guest	
Grace M. Griffie	
Mary E. Houser	
Catherine M. Money	
Celeste C. Sanford	
Rosa Lee Schwab	
L. E. St. Clair	

Others Assisting with Work of the Conference

Ben V. Person  
Robert E. Boeving  
C. B. Polk  
A. M. Smith  
Raymond A. Craig  
Josephine Tomaszewski





We, being members of the Special Committee appointed to safeguard the handling, storage, and transportation of the Key Sets of standards prepared during the Universal Cotton Standards Conference on Good Middling which convened in the City of Washington on June 7, 1954, pursuant to Supplemental Agreement A relating to the Universal Standards for American cotton, certify that the following numbered boxes of Good Middling were allotted as shown herein at a drawing held in accordance with Supplemental Agreement A on June 7, 1954:

- 1 U. S. Department of Agriculture
- 2 U. S. Department of Agriculture
- 3 Third set drawn by Manchester Cotton Assn.
- 4 First set drawn by Ghent
- 5 U. S. Department of Agriculture
- 6 U. S. Department of Agriculture
- 7 U. S. Department of Agriculture
- 8 U. S. Department of Agriculture
- 9 U. S. Department of Agriculture
- 10 U. S. Department of Agriculture
- 11 U. S. Department of Agriculture
- 12 Second Reserve Set of 1954
- 13 U. S. Department of Agriculture
- 14 U. S. Department of Agriculture
- 15 First set drawn by Bremen
- 16 Second set drawn by Manchester Cotton Assn.
- 17 Second set drawn by Ghent
- 18 First set drawn by Manchester Cotton Assn.
- 19 First set drawn by Japanese Associations
- 20 Second set drawn by Bremen
- 21 First set drawn by Milan
- 22 Second set drawn by Milan
- 23 Third set drawn by Japanese Associations
- 24 U. S. Department of Agriculture
- 25 Third set drawn by Havre
- 26 U. S. Department of Agriculture
- 27 U. S. Department of Agriculture
- 28 Third set drawn by Liverpool
- 29 U. S. Department of Agriculture
- 30 East India Cotton Association, Limited
- 31 Second set drawn by Federation of Master Cotton Spinners' Assn.
- 32 Second set drawn by Japanese Associations
- 33 First set drawn by Federation of Master Cotton Spinners' Assn.
- 34 U. S. Department of Agriculture
- 35 Third set drawn by Rotterdam
- 36 U. S. Department of Agriculture
- 37 U. S. Department of Agriculture
- 38 First set drawn by Liverpool
- 39 U. S. Department of Agriculture
- 40 U. S. Department of Agriculture
- 41 U. S. Department of Agriculture
- 42 U. S. Department of Agriculture
- 43 Second set drawn by Liverpool
- 44 Third set drawn by Milan
- 45 U. S. Department of Agriculture
- 46 First Reserve Set of 1954
- 47 Second set drawn by Rotterdam
- 48 Third set drawn by Bremen
- 49 U. S. Department of Agriculture
- 50 Special Working Set
- 51 First set drawn by Havre
- 52 U. S. Department of Agriculture
- 53 Fourth set drawn by Bremen
- 54 Barcelona
- 55 U. S. Department of Agriculture
- 56 Fourth set drawn by Liverpool
- 57 Fourth set drawn by Havre
- 58 First set drawn by Rotterdam
- 59 U. S. Department of Agriculture
- 60 U. S. Department of Agriculture
- 61 U. S. Department of Agriculture
- 62 Second set drawn by Havre
- 63 U. S. Department of Agriculture
- 64 U. S. Department of Agriculture
- 65 U. S. Department of Agriculture

Robert A. Hicks  
 E. R. Belter  
 W. Labin  
 Hugh D. Montague  
 M. J. Moore  
 W. C. Plade



Sir:

We, the cotton experts assembled at Washington, beginning on June 7, 1954, pursuant to Supplemental Agreement A relating to the Universal Standards for American cotton, certify that we have examined and hereby approve as true copies of the original standards for Good Middling American upland cotton, as and when established (promulgated July 21, 1953, effective August 1, 1954.) 299 boxes of Good Middling.

This 7th day of June 1954.

Delegates from Abroad

Associazione Cotoniera Italiana

*Ydysk Lantaff.*  
Bremer Baumwollbörse

Centro Algodonero Nacional

*Ydysk Lantaff.*

East India Cotton Association, Limited

*Sam G. Loring*

Federation of Master Cotton Spinners' Associations, Limited, of England

*Ydysk Lantaff.*  
Japanese Associations

*M. J. J. J.*

Liverpool Cotton Association, Limited

*Ydysk Lantaff.*

Manchester Cotton Association, Limited

*For H. W. W.*

Marche de Coton a Gand

*Ydysk Lantaff.*

Association du Marche des Cotons au Havre

*Ydysk Lantaff.*

Vereeniging voor den Katoenhandel te Rotterdam

*Ydysk Lantaff.*

American Delegates

Name

*Sam G. Loring*

*J. A. Oldenberry*

*Ydysk Lantaff.*

*E. J. Quernmore*

*M. J. J. J.*

*W. J. J. J.*

*J. J. J. J.*

*Robert Wicks*

*Paul J. J. J.*

*Ydysk Lantaff.*

*Ydysk Lantaff.*

*Ydysk Lantaff.*

*Ydysk Lantaff.*

*Ydysk Lantaff.*

*Ydysk Lantaff.*

*Ydysk Lantaff.*

Representing

*American Cotton Shippers Assn.  
Dallas Cotton Exchange*

*American Cotton Shippers Assn.*

*French Cotton Exchange*

*Western Cotton Shippers Assn.*

*Eastern Cotton Shippers Assn.*

*Mid. South Cotton Growers Assn.*

*Atlantic Cotton Assn.*

*Assoc. Cotton Producers*

*American Cotton Shippers Assn.*

*Memphis Cotton Assn.*

*Lubbock Cotton Exchange*

*The Cotton Producers Assn.*



Supplemental Statement Submitted By Mr. T.D. Truluck,  
Chairman, Mill Buyers Group, Concerning The  
Good Middling Standard

June 9, 1954

Mr. E. J. Overby  
Director  
Agriculture Marketing Service  
U. S. Department of Agriculture  
Washington, D. C.

Dear Mr. Overby:

This further supplements to you our letter of June 7, 1954, and confirms our position which was stated orally at the conference at the time, and is, therefore, made a part of such report.

We want to be certain that everyone understands that we could not, and did not approve the color of the Good Middling boxes that were matched against the promulgated Good Middling Standard. We did not, and do not feel that the color of these boxes is as bright or bloomy, but we did agree to work with the delegations in attempting to match the boxes with the key set with respect to leaf and preparation only. Will you please include this in the records and minutes of the conference.

Respectfully submitted,

/s/ T. D. Truluck

T. D. Truluck, Chairman  
Mill Buyers Group

Representing:

American Cotton Manufacturers Institute, Inc.  
Alabama Cotton Manufacturers Association  
Cotton Manufacturers Association of Georgia  
North Carolina Textile Manufacturers Association  
South Carolina Textile Manufacturers Association  
Combed Yarn Spinners Association, Gastonia, N. C.  
Northern Textile Association, Boston, Mass.



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